

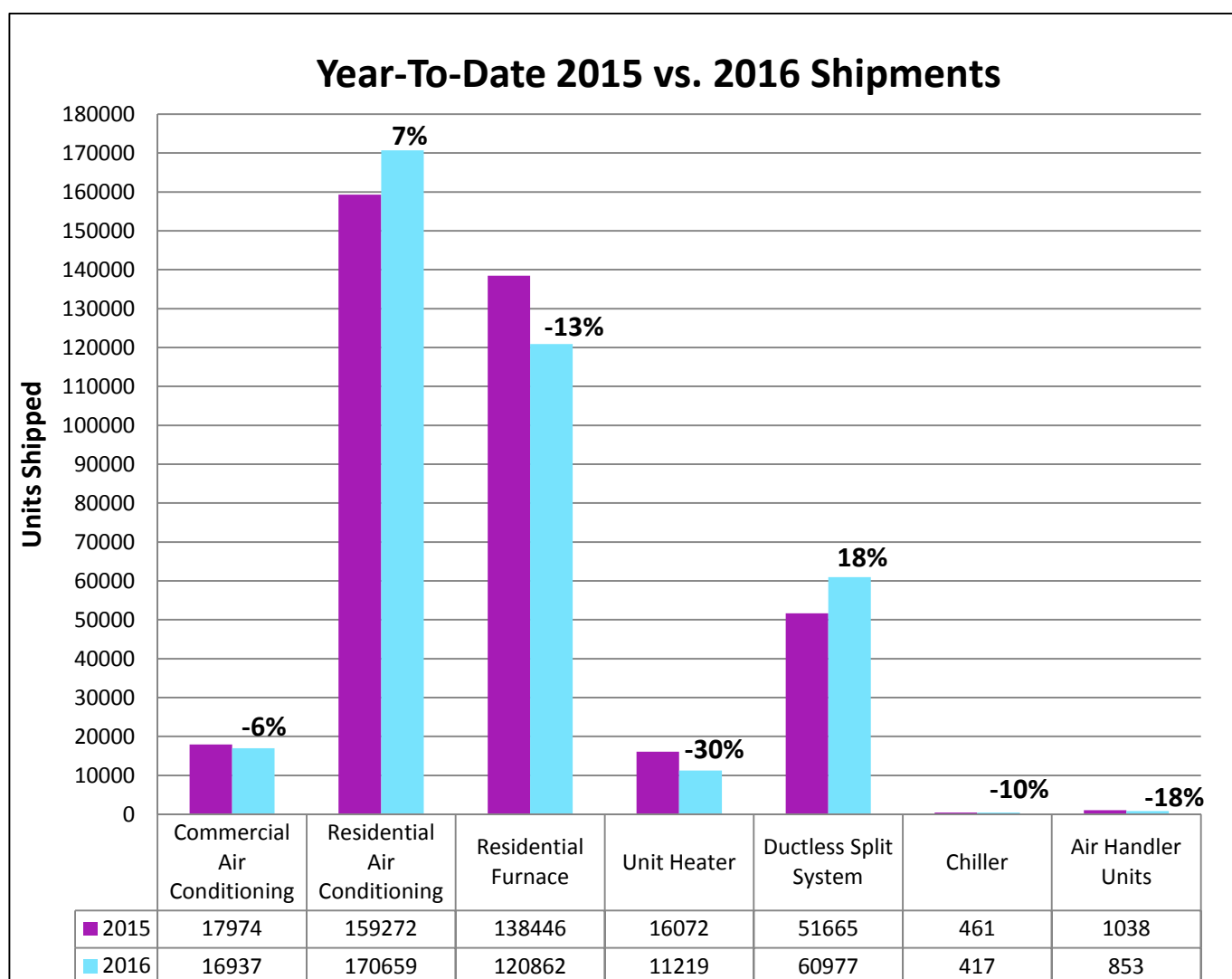


July 27, 2016

Ductless Split Systems and Residential A/C show Increase in the 2nd Quarter 2016

Mississauga, Ontario – Ductless Split Systems (18%) and Residential Air Conditioning (7%) showed year-to-date increases in shipments at the end of the second quarter of 2016. Whereas the following products showed a decrease in shipments: Unit Heaters (-30%), Air Handler Units (-18%), Residential Furnaces (-13%), Chillers (-10%), and Commercial Air Conditioning (-6%).

The following chart provides specific data for each product; YTD Canadian shipments for select HVACR equipment ending the 2nd quarter. An expansion factor has been included to compensate for the non-participating portion of the market.



The following chart shows comparative 2nd quarter Canadian shipments of select HVACR equipment.

2nd Quarter Shipments				
	2015	2016	%Chg	Quarterly Res. Market Comparison
Residential Air Conditioning	121478	128949	6%	2015 187,180
Residential Furnace	65702	60113	-9%	2016 189,062 1.00% Change
Commercial Air Conditioning	10470	10043	-4%	The quarterly residential market comparison is meant to denote the percentage change in residential product shipments between this quarter and the same quarter last year.
Unit Heater	8022	5280	-34%	
Ductless Split System	24686	28476	15%	
Chiller	211	176	-17%	
Air Handler Units	450	421	-6%	

NOTES: Minor adjustments have been made to 2nd quarter 2015 and year-to-date 2015 Ductless Split System shipment totals. Additionally, it should be noted that in 2016 a participant joined the ductless split system category.

“Residential air conditioning” means ducted split system air conditioning and heat pumps up to 5 tons; “ductless splits” means heat pumps and conditioning condensing units (cooling only); “commercial air conditioning” means rooftops (combination heat/cool), packaged cooling and packaged heat pumps; “furnace” means residential forced air furnaces of all types (gas, oil, electric and combination); “chillers” include large tonnage liquid, reciprocating liquid and absorption chillers; “unit heater” means self-contained automatically controlled vented units limited to heating of non-residential space and also includes duct furnaces; “air handling unit” means a device used to condition and circulate air containing a blower, filter, sound attenuators and dampers.

The Heating, Refrigeration and Air Conditioning Institute of Canada (HRAI), established in 1968, is the national trade association of manufacturers, wholesalers and contractors in the Canadian HVACR industry who provide the products and services for indoor comfort and essential refrigeration processes. HRAI has three (3) industry sector Divisions: HRAI Manufacturers Division; HRAI Wholesalers Division, and HRAI Contractors Division.

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